

Federal Biobased Products Preferred Procurement Program (FB4P) Process for Industry Investigation

Designation Item

This section details the item that has been investigated for designation in the FB4P.

Item Investigated: Mobile Hydraulic Fluids

Item Description: Hydraulic fluids used in mobile equipment.

Industry Investigation

There are four main sources of information used to gather data about items for designation. These include Internet search engines, the Thomas Register, industry associations, and biobased industry contacts. Each of these sources provides different results. The Internet search engines and the Thomas Register provide many results when a keyword is entered. However, when investigating products through the industry associations and biobased industry contacts, the results tend to be product or company specific. A lengthy, but thorough list of biobased companies which product the designation item can be developed best by utilizing all four information sources.

Internet Search Engines

When searching the Internet, each search engine utilizes a different algorithm to find related topics. To maximize results and ensure correct data, keywords are entered into several search engines. Primary search engines include Google, Yahoo, WebCrawler and Meta Crawler.

Search Engine	Keywords	Results
Google	Biobased Hydraulic Fluid Biobased Fluid Power Biobased Power Transmission	www.renewablelube.com www.orisonllc.com www.noco.com www.soyclean.biz www.elmusa.com www.orisonmarketing.com www.terresolve.com
Yahoo	See above	www.cooperpower.com
Vivisimo	See above	www.techoils.cargill.com www.soypower.net
Alta Vista	See above	www.syntheticwarehouse.com

Thomas Register

The Thomas Register, a free web service found at <http://www.thomasregister.com/>, provides a database of over 173,000 companies that can be searched by company name, product name or keyword. Each result contains contact information and may also include other useful information such as a product catalog.

Keyword	Results
Biobased Hydraulic Fluid	www.jergensinc.com www.ram-pac.com www.mooreballiewoil.com www.creativecoatingsco.com

Biobased Fluid Power	www1.mscdirect.com
Biobased Power Transmission	www.applied.com

Industry Associations

Industry associations provide a good source to identify potential manufacturers, determine additional keywords for internet searches, and provide general descriptions of products within an item. Many associations maintain official websites with lists of member organizations and in some cases catalogs of available products.

Association Investigated / Contacted	Results
Biobased Manufacturers Association National Fluid Power Association Fluid Power Society Fluid Power Distributor's Association Association for Manufacturing Technology Material Handling Industry of America United Soybean Board Consolidated Fluid Power Institute U.S. Grains Council Independent Lubricant Manufacturers Association Society of Tribologists and Lubrication Engineers IEEE American Public Power Association	Cenex - CHS Lubricants Cargill Industrial Oils & Lubricants

Biobased Company Contacts

Company contacts come as a result of interaction with government officials, researchers, and industry representatives. FB4P staff follow-up on personal referrals or potential leads to possible biobased products.

Company	Contact Person	Results
Bio-Gem Services Inc	Mr. Roy Mohr	Safe Lube Hydraulic Fluids
Houghton International, Inc.	Mr. Richard Adams	CosmoLubric B-150 CosmoLubric B-100
Fuchs Lubricants Co	Dr. Keith Nykerk	Plantohyd 40N
Terresolve Technologies	Ms. Barbara Richardson	EnviroLogic 168 EnviroLogic 122 EnviroLogic 3068 EnviroLogic 3032 EnviroLogic 700
Hydro Safe Oil Division, Inc.	Mr. Donn Rush	Hydro Safe ISO VG-46

Orison Marketing, L.L.C.	Mr. Shawn McGlothlin	Safe Lube Hydraulic Fluid ISO 46 Safe Lube Hydraulic Fluid Low Temp Safe Lube Hydraulic Fluid ISO 68
Quaker Chemical Corp.	Mr. Michael Zink	Quintolubric 888-64 Quintolubric 888-46 Quintolubric 888-68-FM
Environmental Lubricants Manufacturing, Inc.	Dr. Kasturi Lal Ph. D.	SoyFluid™ Hydraulic Universal Tractor
Renewable Lubricants, Inc.	Ms. Jacqueline Garmier	Bio-HVO2 Hydraulic Fluid Bio-Hydrostatic (low Viscosity) Universal Tractor Fluid Bio-Spindle Oil ISO 22 Bio-Hydrostatic Fluid Bio-Ulitmax 1000 Hydraulic Fluid ISO 32
Soy Clean	Kurt Brannian	BioSOY Hydraulic Universal Tractor Fluid
Cargill Industrial Oils & Lubricants	Mr. Luis del Valle	Novus 300 ISO 46 Novus Fire Resistant Lubricant Bio-Trans Hydraulic Fluid Novus AV Hydraulic Oils

Conclusion

The results from the four information sources indicate that 13 manufacturing companies in the United States are currently producing Mobile Hydraulic Fluids that may be considered for inclusion in the Federal Biobased Products Preferred Procurement Program.